

## Message Text

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PAGE 01 COPENH 05367 211417Z  
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 SSO-00 INRE-00 CAB-05  
CIAE-00 COME-00 DODE-00 DOTE-00 INR-10 NSAE-00  
FAA-00 L-03 SS-15 NSCE-00 PA-02 /056 W  
-----065451 211419Z /53

O R 211326Z AUG 78  
FM AMEMBASSY COPENHAGEN  
TO SECSTATE WASHDC IMMEDIATE 7029  
INFO AMEMBASSY STOCKHOLM  
AMEMBASSY OSLO  
AMEMBASSY HELSINKI

UNCLAS COPENHAGEN 5367

EO 11652: N/A  
TAGS: EAIR, DA, SN  
SUBJ: CIVAIR: AIRFARES

REF: (A) STATE 207634; (B) STOCKHOLM 3185

1. NORTHWEST AIRLINES REGIONAL OFFICE IN COPENHAGEN HAS INFORMED US THAT IT RECEIVED THE FOLLOWING TELEX FROM ITS HEADQUARTERS IN U.S.: QUOTE: WE HAVE REQUESTED THAT THE U.S. STATE DEPARTMENT STRONGLY OBJECT TO THE SCANDINAVIAN GOVERNMENTS' MOVE TO MODIFY THE BARGAIN FARES AS FILED IN OUR LETTERS OF JUNE 23. WE ARE INSISTING THAT OUR FARES BE APPROVED AS FILED. UNQUOTE.

2. THE REGIONAL OFFICE ALSO TOLD US THAT THE DANISH AUTHORITIES LIKE THE SWEDISH (SEE REF B) HAVE APPROVED THE BARGAIN FARE ONLY BETWEEN COPENHAGEN AND NEW YORK AND ONLY UNTIL AUGUST 1, 1979. ACCORDING TO THE NORTHWEST OFFICE, THE APPROVING DOCUMENT, WHILE INDICATING "GENERAL SYMPATHY FOR LOW COST FARES", STATED THAT THESE RESTRICTIONS WERE NECESSARY BECAUSE "ORDERLY DEVELOPMENT OF LOW COST FARES  
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CALLS FOR CAUTION". THE DANISH AUTHORITIES ADDED THAT THEY WOULD CONSIDER EXTENSION OF THE LOW COST FARE AFTER APRIL 1, 1979, "IN LIGHT OF EXPERIENCE."

3. THE DANISH AUTHORITIES ALSO STATED THAT THE APPROVAL WAS "GIVEN UNDER THE ASSUMPTION THAT SAS WILL BE GIVEN SIMILAR APPROVAL IN THE UNITED STATES".

THE NORTHWEST OFFICE HERE, HOWEVER, WAS TOLD THAT THE DANISH AUTHORITIES HAD NOT YET RECEIVED AN AMENDED FILING FROM SAS. NORTHWEST BELIEVES THAT WHEN SAS DOES FILE, IT WILL REQUEST THE BARGAIN FARE FOR ALL ON-LINE CITIES IN SCANDINAVIA AND NOT JUST COPENHAGEN. THIS, SAID THE NORWHWEST REPRESENTATIVE, WOULD MEAN AN IMBALANCE SINCE THE FARE IS LIMITED TO NEW YORK AS FAR AS THE U.S. END OF THE ROUTE IS CONCERNED.

4. THE DANISH PRESS REPORTED THAT THE NORTHWEST BARGAIN FARE WOULD BE 1,990 DANISH KRONER (APPROXIMATELY U.S. DOLS 361) AND THAT SAS WOULD MATCH THIS WITH A FARE OF 1,985 KRONER. THE NORTHWEST REPRESENTATIVE THOUGHT THIS SMALL DIFFERENCE PROBABLY RESULTED FROM CONVERSION ARITHMETIC AND NOT FROM AN INTENTION TO BE SLIGHTLY UNDER THE NORTHWEST FARE.

5. COMMENT: ALTHOUGH THE DANISH AUTHORITIES ARE RUNNING TRUE TO FORM IN TRYING TO PROTECT THE NATIONAL CARRIER, THE APPROVAL OF A BARGAIN FARE IN ANY FORM REPRESENTS SOMETHING OF A BREAKTHROUGH. MANSHEL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CIVIL AVIATION, PASSENGERS  
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**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition Event:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Reference:** 78 STATE 207634, 78 STOCKHOLM 3185  
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**Review Event:**  
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**Review Media Identifier:**  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014